AG376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

# news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

For further editorial information contact:
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone: (904) 249-0448
Fax: (904) 249-0459

**FOR RELEASE:** IMMEDIATELY

## FIRST HALF OF 1990 SHOWS SALES FOR METAL TREATING INDUSTRY DOWN 1.4% FROM 1989

June 1990 billings totaled $51.2 million, up just 0.2% from June 1989 when billings amounted to $51.1 million.

For the first half of 1990, sales reached $301.6 million, off 1.4% from the same period in 1989 with sales of $305.8 million.

Three MTI districts topped their June 1989 performance and four districts reported greater sales for the first half of 1990 compared to the same period in 1989.

A summary of percentage change by geographic regions follows:

| | District | Jun 90 vs. Jun 89 | Total 1990 vs. 1989 |
|---|---|---|---|
| 1 | New England (MA-RI-CT) | - 8.7 | - 7.5 |
| 2 | Middle Atlantic (NY-NJ-E.PA-MD) | - 6.0 | - 3.6 |
| 3 | South Central (W.PA-OH-IN-KY) | 6.1 | 1.9 |
| 4 | Michigan | 4.3 | - 7.9 |
| 5 | Southeast (VA-NC-SC-GA-AL-TN-FL) | - 8.7 | - 9.1 |
| 6 | North Central (IL-WI-MN-MO-IA) | - 1.3 | 0.3 |
| 7 | Pacific Coast (CA-AZ-ORE-WASH) | - 1.7 | 7.3 |
| 8 | Southwest (TX-OK-AR-CO-LA-UT) | 21.1 | 15.7 |
| 9 | Canada | - 4.9 | -12.1 |

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

JUNE, 1990

BILLINGS FOR MONTH

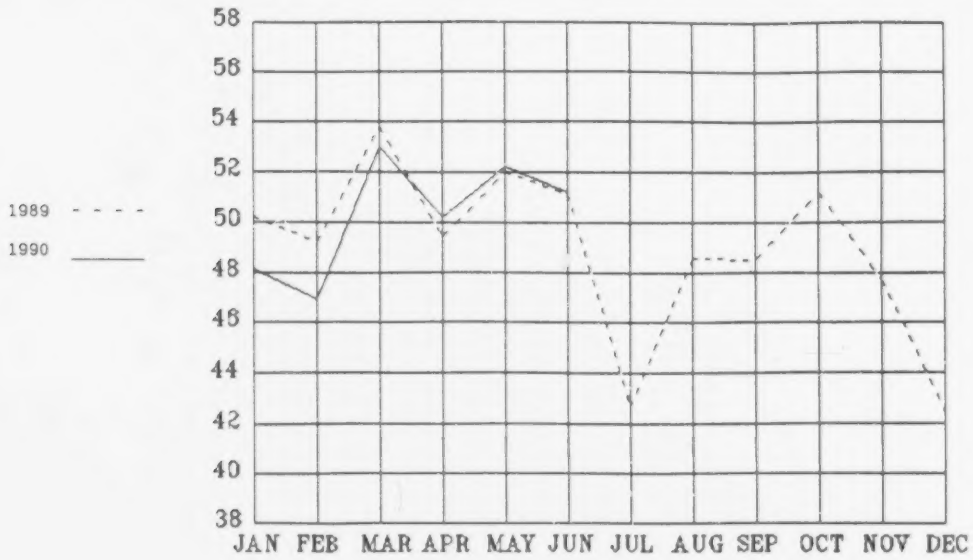
| | Participating Members | Billings For Month -In Thousands- | | | Monthly % Of Billings | |
|---|---|---|---|---|---|---|
| | | 1989 | 1990 | % | 1989 | 1990 |
| Total | 222 | 51111.5 | 51205.9 | 0.2 | 100.0 | 100.0 |
| Dist. 1 | 16 | 3441.8 | 3142.2 | - 8.7 | 6.7 | 6.1 |
| Dist. 2 | 28 | 5170.1 | 4858.5 | - 6.0 | 10.1 | 9.5 |
| Dist. 3 | 42 | 9271.9 | 9834.8 | 6.1 | 18.1 | 19.2 |
| Dist. 4 | 26 | 6623.0 | 6905.2 | 4.3 | 13.0 | 13.5 |
| Dist. 5 | 18 | 3037.8 | 2774.2 | - 8.7 | 5.9 | 5.4 |
| Dist. 6 | 33 | 9421.1 | 9294.5 | - 1.3 | 18.4 | 18.2 |
| Dist. 7 | 26 | 6730.0 | 6617.6 | - 1.7 | 13.2 | 12.9 |
| Dist. 8 | 18 | 2794.8 | 3385.1 | 21.1 | 5.5 | 6.6 |
| Dist. 9 | 15 | 4621.0 | 4393.9 | - 4.9 | 9.0 | 8.6 |
| Foreign | 0 | | | | | |

BILLINGS TO DATE

| | Billings To Date -In Thousands- | | | To Date % Of Billings | |
|---|---|---|---|---|---|
| | 1989 | 1990 | % | 1989 | 1990 |
| Total | 305795.8 | 301609.1 | - 1.4 | 100.0 | 100.0 |
| Dist. 1 | 19750.4 | 18272.3 | - 7.5 | 6.5 | 6.1 |
| Dist. 2 | 30026.0 | 28938.0 | - 3.6 | 9.8 | 9.6 |
| Dist. 3 | 56529.5 | 57620.9 | 1.9 | 18.5 | 19.1 |
| Dist. 4 | 42584.5 | 39228.8 | - 7.9 | 13.9 | 13.0 |
| Dist. 5 | 17762.1 | 16138.8 | - 9.1 | 5.8 | 5.4 |
| Dist. 6 | 56179.3 | 56339.2 | 0.3 | 18.4 | 18.7 |
| Dist. 7 | 38038.1 | 40833.6 | 7.3 | 12.4 | 13.5 |
| Dist. 8 | 17094.8 | 19781.6 | 15.7 | 5.6 | 6.6 |
| Dist. 9 | 27830.9 | 24455.9 | -12.1 | 9.1 | 8.1 |

MILLIONS

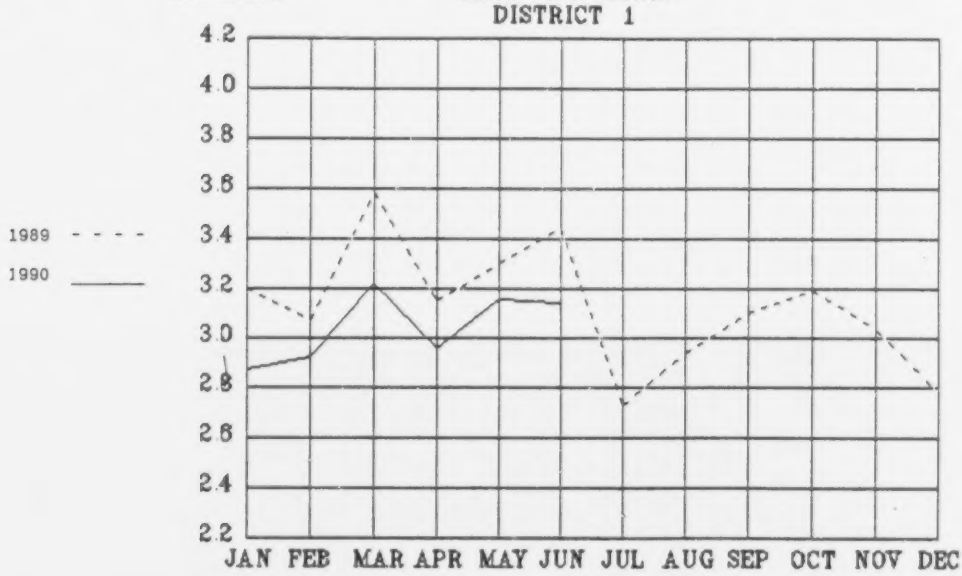
## NATIONAL BILLINGS




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -4.1 | -4.7 | -1.6 | 1.5 | 0.4 | 0.2 | | | | | | |
| % Change | Cumulative | -4.1 | -4.4 | -3.4 | -2.2 | -1.7 | -1.4 | | | | | | |

MILLIONS

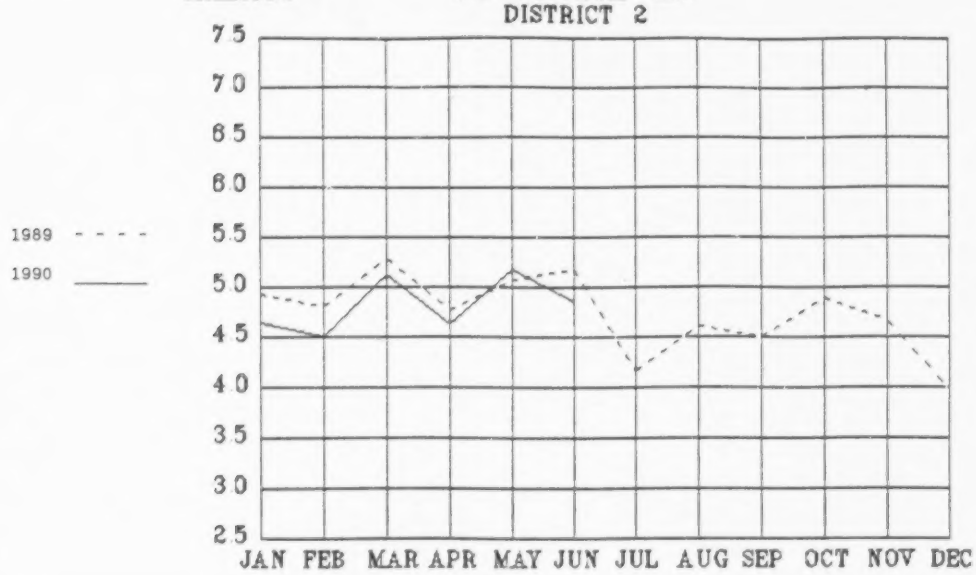
## MASS-R.I.-CONN. DISTRICT 1




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -10.5 | -4.9 | -10.2 | -6.0 | -4.2 | -8.7 | | | | | | |
| % Change | Cumulative | -10.5 | -7.8 | -8.6 | -8.0 | -7.2 | -7.5 | | | | | | |

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



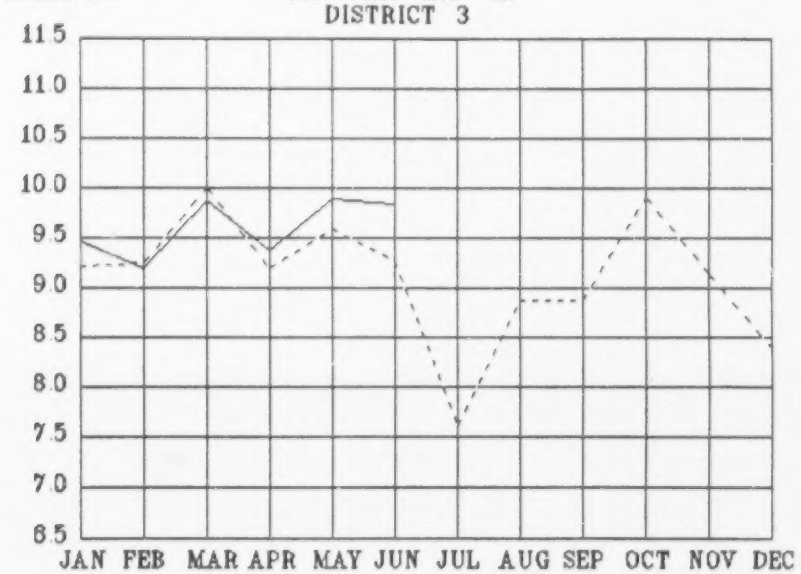

1989 - - - -

1990 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -5.8 | -6.4 | -2.9 | -2.9 | 2.1 | -6.0 | | | | | | |
| % Change | Cumulative | -5.8 | -6.1 | -5.0 | -4.5 | -3.1 | -3.6 | | | | | | |

MILLIONS

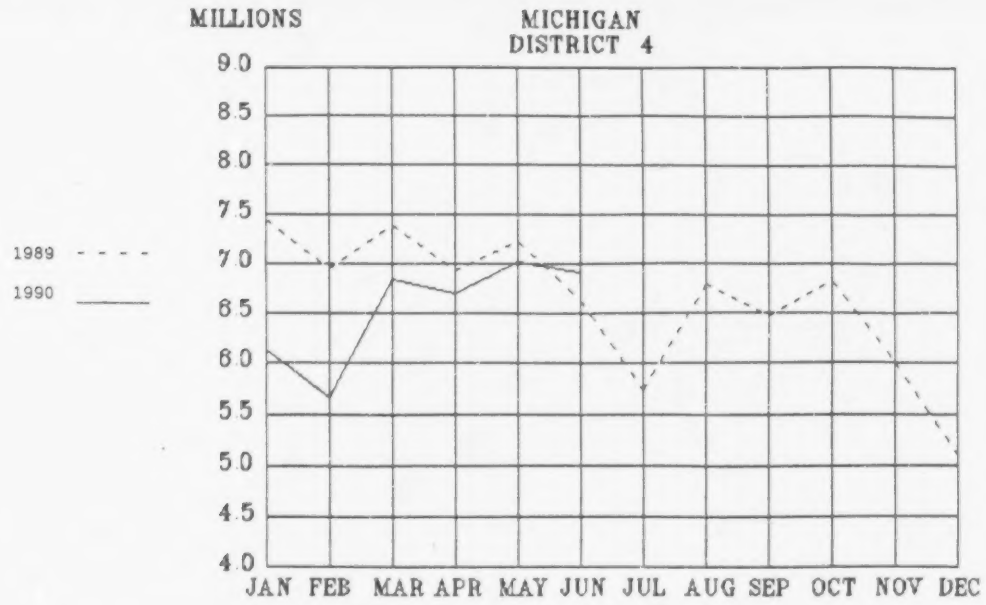
W.PA.-OHIO-IND.-KY.
DISTRICT 3



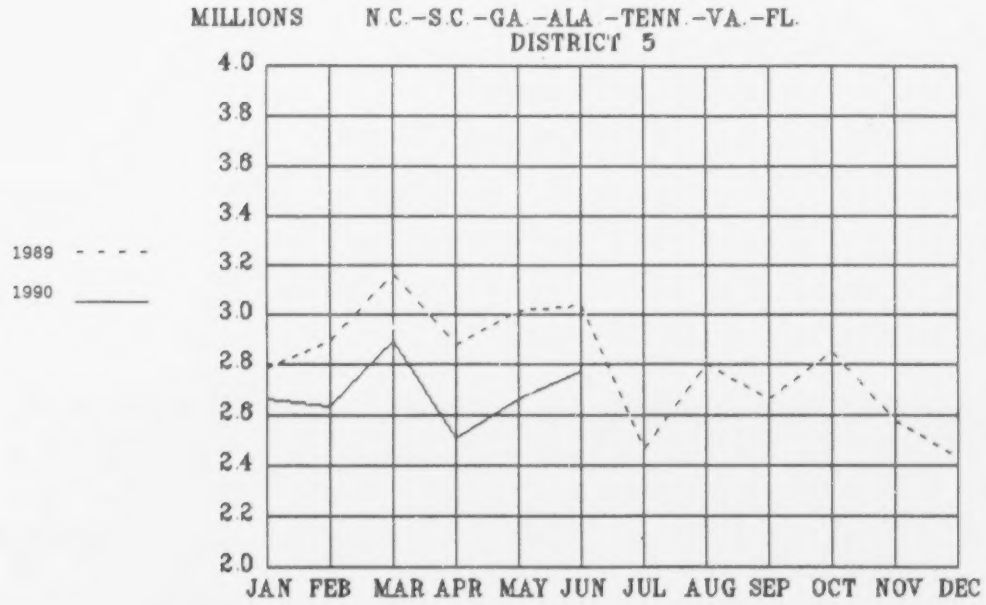

1989 - - - -

1990 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 2.7 | -0.7 | -1.2 | 2.0 | 3.0 | 6.1 | | | | | | |
| % Change | Cumulative | 2.7 | 1.0 | 0.2 | 0.6 | 1.1 | 1.9 | | | | | | |



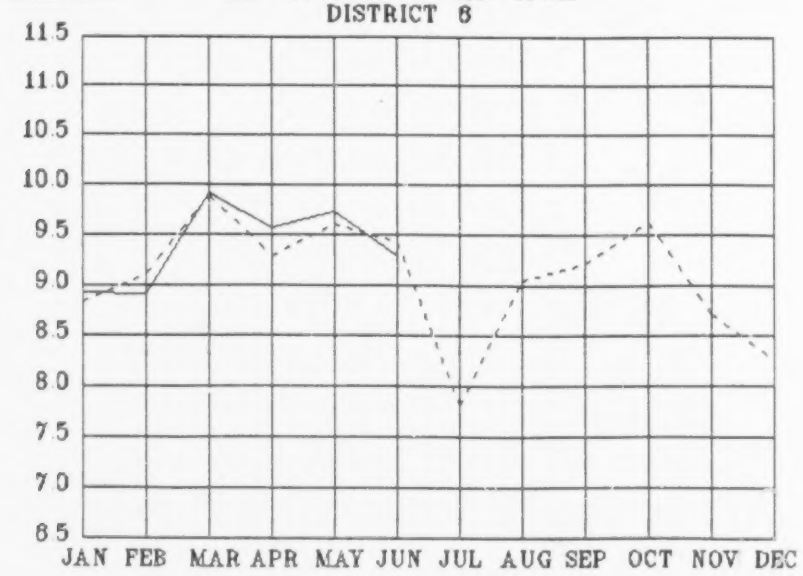

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -17.9 | -18.5 | -7.7 | -3.6 | - 2.9 | 4.3 | | | | | | |
| % Change | Cumulative | -17.9 | -18.2 | -14.6 | -11.9 | -10.1 | -7.9 | | | | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -4.2 | -8.9 | -8.5 | -12.8 | -11.5 | -8.7 | | | | | | |
| % Change | Cumulative | -4.2 | -6.6 | -7.3 | - 8.6 | - 9.2 | -9.1 | | | | | | |

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 6



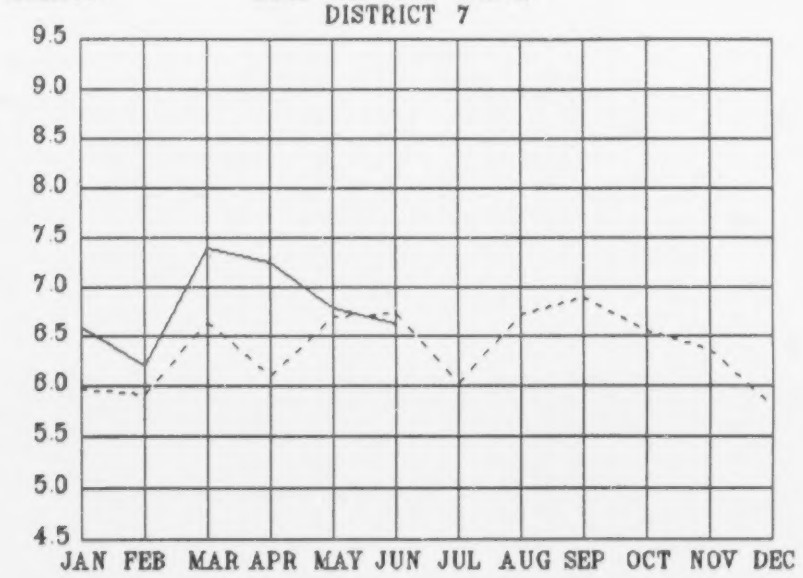

1989 - - - -

1990 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 0.9 | -2.2 | 0.1 | 3.0 | 1.2 | -1.3 | | | | | | |
| % Change | Cumulative | 0.9 | -0.7 | -0.4 | 0.5 | 0.6 | 0.3 | | | | | | |

MILLIONS

ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



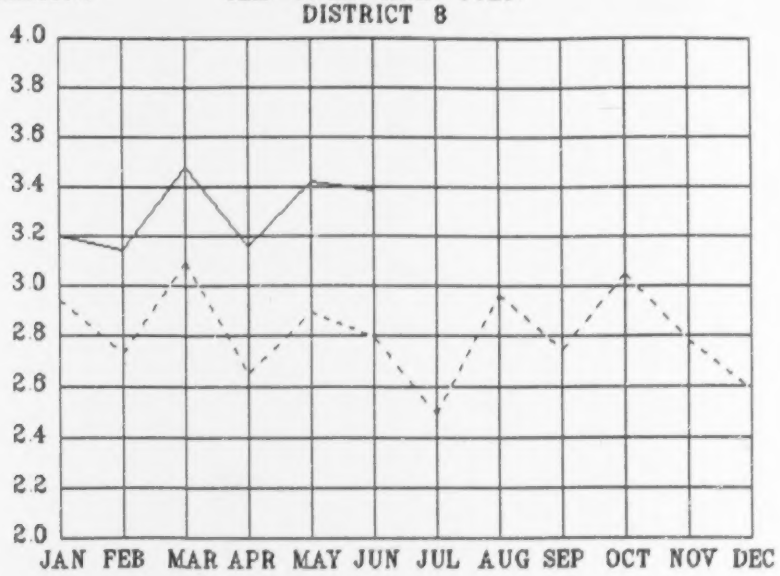

1989 - - - -

1990 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 10.4 | 4.9 | 11.3 | 19.1 | 1.3 | -1.7 | | | | | | |
| % Change | Cumulative | 10.4 | 7.7 | 9.0 | 11.5 | 9.3 | 7.3 | | | | | | |

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



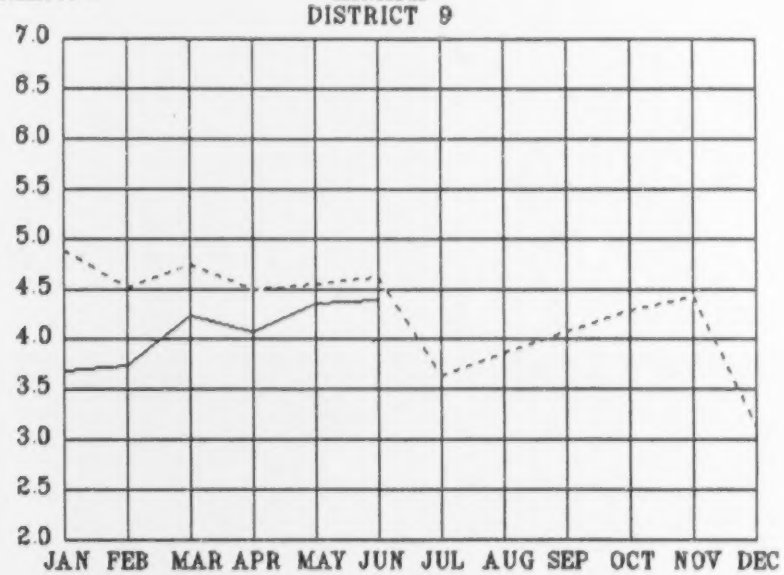

1989 - - - -

1990 _____

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 8.7 | 15.2 | 12.6 | 19.2 | 18.3 | 21.1 | | | | | | |
| % Change | Cumulative | 8.7 | 11.8 | 12.1 | 13.7 | 14.7 | 15.7 | | | | | | |

MILLIONS

CANADA
DISTRICT 9




1989 - - - -

1990 _____

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -24.7 | -17.3 | -11.0 | - 9.5 | - 4.6 | - 4.9 | | | | | | |
| % Change | Cumulative | -24.7 | -21.1 | -17.7 | -15.7 | -13.6 | -12.1 | | | | | | |